

FOR IMMEDIATE RELEASE  
April 8, 1988

Contact: Jan McDaniel  
(415) 961-3300

**FEDERAL GOVERNMENT SYSTEMS INTEGRATION AND TURNKEY SYSTEMS  
MARKET TO REACH \$4.8 BILLION BY 1992**

April 8, 1988 Mountain View, CA - INPUT a leading computer and communications industry market research firm, projects in a new report that the federal government market demand for Systems Integration and Turnkey Systems will increase from \$2.3 billion in fiscal 1987 to \$4.8 billion in fiscal 1992. The market will experience a sustained growth at an average annual rate of 16% through the five-year forecast period.

The report, titled Federal Systems Integration Market 1987-1992, presents the results of research and analyses of various operational aspects and strategies of the integration market, including systems integration and turnkey systems. The report also examines the regulations, policies and standards which will impact future systems acquisitions.

Prospects for the federal SI market for the remainder of the decade have risen considerably with the government focus on upgrading its in-house information resources. Demand for custom development systems integration will continue to meet unique federal needs. The hardware component associated with these SI programs will show only modest growth as falling hardware prices and the desire to integrate existing hardware into the new integration configurations take effect. Initiatives that require turnkey systems will show the strongest growth rate as agencies opt for packaged systems approaches especially in the 1988-1990 period.

Federal Systems Integration Market, also discusses the planned systems applications and concerns of the federal agency users as identified through recent surveys. The report identifies contracting preferences and criteria for contract award. Furthermore, both the technical and non-technical factors which will influence the federal systems integration market are examined.

. . .more



Competitive trends in the market place are discussed in the report. The report also identifies the leading vendors which have been awarded major systems integration and turnkey system contracts. Industry perspectives regarding federal acquisition practices and trends impacting the market are also described. Vendor strategies and future opportunities for systems integration and turnkey systems conclude the report.

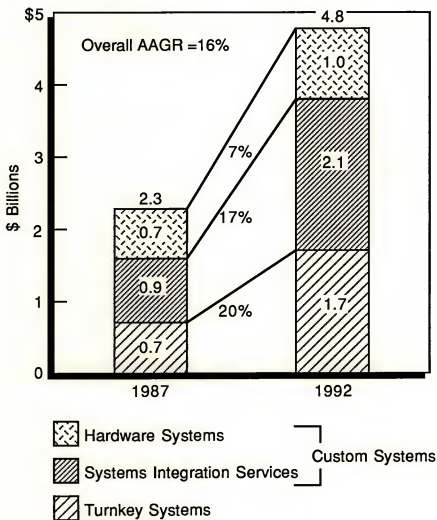
Federal Systems Integration Market is available from INPUT's federal government research office at 829C Old Courthouse Road, Vienna, Virginia 22180, (703) 847-6870, or INPUT's headquarters office at 1280 Villa Street, Mountain View, CA 94041, (415) 961-3300.

\*\*\*\*\*

NOTE TO EDITORS: For an editorial review copy of the report's Executive Overview, please call Jan McDaniel at (415) 961-3300.



# FEDERAL SYSTEMS INTEGRATION MARKET FORECAST\*



Note: Dollars rounded to nearest \$100 million.

Source: INPUT

1. The first part of the document discusses the importance of maintaining accurate records of all transactions and activities. It emphasizes that proper record-keeping is essential for transparency and accountability, particularly in financial matters. The text outlines various methods for organizing and storing data, including digital databases and physical filing systems. It also mentions the need for regular audits and reviews to ensure the integrity of the information.

2. The second part of the document focuses on the role of communication in achieving organizational goals. It highlights the importance of clear and concise communication, both internally and externally. The text provides guidelines for effective communication, such as using appropriate language, listening actively, and providing feedback. It also discusses the benefits of open communication and how it can foster a collaborative work environment.

3. The third part of the document addresses the challenges of managing resources and personnel. It discusses the importance of efficient resource allocation and the need for a skilled and motivated workforce. The text provides strategies for managing personnel, including recruitment, training, and performance management. It also mentions the importance of maintaining a positive work culture and providing opportunities for professional development.

4. The fourth part of the document discusses the importance of innovation and creativity in driving organizational growth. It highlights the need for a culture that encourages experimentation and risk-taking. The text provides guidelines for fostering innovation, such as encouraging employees to share ideas, providing resources for research and development, and creating a supportive environment for creative thinking.

5. The fifth part of the document discusses the importance of maintaining a strong relationship with stakeholders. It highlights the need for transparency and communication with all parties involved. The text provides guidelines for managing stakeholder relationships, including identifying key stakeholders, understanding their needs, and providing regular updates. It also mentions the importance of being responsive to feedback and addressing concerns promptly.

FOR IMMEDIATE RELEASE  
April 8, 1988

Contact: Jan McDaniel  
(415) 961-3300

**FEDERAL GOVERNMENT SYSTEMS INTEGRATION AND TURNKEY SYSTEMS  
MARKET TO REACH \$4.8 BILLION BY 1992**

April 8, 1988 Mountain View, CA - INPUT a leading computer and communications industry market research firm, projects in a new report that the federal government market demand for Systems Integration and Turnkey Systems will increase from \$2.3 billion in fiscal 1987 to \$4.8 billion in fiscal 1992. The market will experience a sustained growth at an average annual rate of 16% through the five-year forecast period.

The report, titled Federal Systems Integration Market 1987-1992, presents the results of research and analyses of various operational aspects and strategies of the integration market, including systems integration and turnkey systems. the report also examines the regulations, policies and standards which will impact future systems acquisitions.

Prospects for the federal SI market for the remainder of the decade have risen considerably with the government focus on upgrading its in-house information resources. Demand for custom development systems integration will continue to meet unique federal needs. The hardware component associated with these SI programs will show only modest growth as falling hardware prices and the desire to integrate existing hardware into the new integration configurations take effect. Initiatives that require turnkey systems will show the strongest growth rate as agencies opt for packaged systems approaches especially in the 1988-1990 period.

Federal Systems Integration Market, also discusses the planned systems applications and concerns of the federal agency users as identified through recent surveys. The report identifies contracting preferences and criteria for contract award. Furthermore, both the technical and non-technical factors which will influence the federal systems integration market are examined.

. . .more

